

Message Text

LIMITED OFFICIAL USE

PAGE 01 BAGHDA 00504 191034Z

15

ACTION NEA-09

INFO OCT-01 ISO-00 EB-05 RSC-01 DRC-01 /017 W

----- 113225

R 171120Z AUG 74

FM USINT BAGHDAD

TO SECSTATE WASHDC 1151

USDOC

AMEMBASSY BEIRUT

LIMITED OFFICIAL USE BAGHDAD 0504

USDOC FOR CAGNE

BEIRUT FOR RTDO

E.O. 11652: N/A

TAGS: BEXP, XF, IZ

SUBJECT: EXPORT PROMOTION ACTIVITIES FOR IRAQ

1. USINT HAS ATTEMPTED INPAST MESSAGES AND IN DISCUSSIONS WITH VISITING USDOC OFFICERS TO DRAW ATTENTION TO UNIQUENESS OF ENVIRONMENT IN IRAQ, PARTICULARLY IN COMPARISON TO STATES OF ARABIAN PENINSULA AND IRAN. TWO PRINCIPAL DIFFERENCES ARE FACT THAT USG MAINTAINS VERY FRIENDLY RELATIONS WITH THOSE STATES WHEREAS IN IRAQI USG IS STILL PUBLIC ENEMY NUMBER ONE. SECONDLY, THOSE STATES PRACTICE ARAB FORM OF FREE ENTERPRISE AS OPPOSED TO IRAQ'S INCREASINGLY STATE CONTROLLED ECONOMY. THAT THESE BASIC DIFFERENCES MUST BE KENPT CONSTANTLY IN MIND IN PROGRAMMING EXPORT PROMOTION ACTIVITIES CONTINUES TO BE RE-CONFIRMED DAILY.

2. REGIME IS UNWILLING TO TAKE ANY PUBLIC RPT PUBLIC ACTION THAT EVEN SUGGESTS A SOFTENING OF IRAQ'S REGID ANTI-IMPERIALISM OR ENDORSEMENT OF U.S. MEDIEAST POLICIES. MOST RECENT EXAMPLES WERE REFUSAL TO PERMIT AMERICAN FIRMS TO PARTICIPATE INDIVIDUALLY IN BAGHDAD TRADE FAIR (BAGHDAD 449) DESPITE ENTHUSIASM OF TRADE FAIR AND OTHER OFFICIAL S IN ECONOMIC ORGANIZATIONS. BAGHDAD 479

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 BAGHDA 00504 191034Z

CONTAINS NUMBER OF OTHER EXAMPLES OF AVERSION TO ASSOC-

IATION OR CONTACTS WITH US. RECENT EXPERIENCE OF REP
FROM NATIONAL MACHINE TOOL BUILDERS' ASSOCIATION IS
ALSO ILLUSTRATIVE (BAGHDAD 500).

3. DESPITE HOSTILE ENVIRONMENT, IRAQI INTEREST IN
EXPANDED IMPORTS FROM U.S. IS PROVEN AND OUR OPPORTUNITIES
FOR EXPANDING U.S. EXPORTS ARE
ENORMOUS. DURING PAST 10 DAYS I HAVE MET WITH FOLLOWING
U.S. BUSINESS REPS WHO ARE ENGAGED IN SERIOUS NEGOTIATIONS
WITH IRAQIS: (A) BENDIX CORP. (SPARK PLUG LANT); (B)
LUMMUS CORP. (PETROCHEMICAL COMPLEX); (C) LOCKHEED, BOEING,
AND PRATT AND WHITNEY (A/C AND ENGINES); (D) UNITED
AIRCRAFT CORP. (GAS TURBINES); MAUL BROS. (BOTTLE MAKING
FACTORY); AND (F) CHICAGO BRIDGE (LPG STORAGE TANKS).

4. CONCLUSION I DRAW IS THAT IRAQ DESERVES SPECIAL
ATTENTION, BUT THAT WHAT WORKS IN FRIENDLY, FREE WHEELING
COUNTRIES OF ARABIAN PENINSULA WILL NOT WORK HERE.
INSTEAD, I BELIEVE WE SHOULD STEP UP EFFORTS TO INTEREST
U.S. BUSINESS IN IRAQI MARKET AND QUIETLY PROVIDE BETTER
SERVICES TO AMERICAN BUSINESSMEN IN IRAQI BY EXPANDING
COMMERCIAL SECTION. EARLY ASSIGNMENT OF FULL TIME
COMMERCIAL OFFICER IS URGENT NECESSITY. AT SAME TIME,
WE SHOULD AVOID DIRECT USG PARTICIPATION IN TRADE
PROMOTION ACTIVITIES INSIDE IRAQ AND PARTICULARLY
ACTIVITIES THAT REQUIRE THAT GOI TAKE POSITIVE
DECISION IN OUR FAVOR. LOWRIE

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 17 AUG 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: CollinP0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974BAGHDA00504
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740227-0696
From: BAGHDAD
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740839/aaaabhdc.tel
Line Count: 88
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: CollinP0
Review Comment: n/a
Review Content Flags:
Review Date: 20 AUG 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <20 AUG 2002 by WorrelSW>; APPROVED <28 FEB 2003 by CollinP0>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: EXPORT PROMOTION ACTIVITIES FOR IRAQ
TAGS: BEXP, XF, IZ
To: STATE BEIRUT
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005